CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Front Line Strategies 526 East Park Avenue Tallahassee, FL 32301

| | Contract / Rev | <u>vision</u> | A | VIt Order # | |
|-----------------------|----------------|---------------|--------|-------------|--------------|
| | 1858226 | 1 | 0 | 8870116 | |
| Product | | | | | |
| ROY MOORE FOR SENAT | Έ | | | | |
| Contract Dates | Estimate # | | | | |
| 11/30/17 - 12/11/17 | | | | | |
| Advertiser | | | Orig | inal Date | Revision |
| POL/Moore, Roy/Senate | | | 12 | /05/17 | / 12/05/17 |
| <u> </u> | Billing Cycle | Billing | Cale | ndar | Cash/Trade |
| | EOM/EOC | Broado | ast | | Cash |
| | Property | Accour | nt Ex | ecutive | Sales Office |
| | WSFA | Ryan E | ddin | s | HRP-Washingt |
| | Special Hand | ling | | | |
| | • | | | | |
| | Demographic | ~ | | | |
| | Adults 35+ | | | | |
| | | | | | |
| | | | | | |
| | Agy Code | Advert | iser (| <u>Code</u> | Product 1/2 |
| | Agency Ref | L | 1/2 | Advertiser | Ref |

| | Start/End | Spots/ | | | |
|---|-------------------------|------------------|-----------|-------|------------|
| *Line Ch Start Date End Date Description | Time | Days Length Week | Rate Type | Spots | Amount |
| 1 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN | 3-330p | :30 | NM | 1 | \$135.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | | | |
| Week: 11/27/17 12/03/17TF 1 | \$135.00 | | | | |
| 2 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN | 3-330p | :30 | NM | 5 | \$675.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | 1 | | |
| Week: 12/04/17 12/10/17 MTWTF 5 | \$135.00 | | | | |
| 3 WSFA 12/11/17 12/11/17 JUDGE JUDY 2ND RUN | 3-330p | :30 | MM | 1 | \$135.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1 | <u>Rate</u> \$135.00 | | | | |
| | | | | | 6425.00 |
| 4 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN Start Date End Date Weekdays Spots/Week | 330-4p Rate | :30 | NM | 1 | \$135.00 |
| Week: 11/27/17 12/03/17TF 1 | \$135.00 | • | | | |
| 5 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN | 330-4p | :30 | NM | 5 | \$675.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .50 | 14141 | Ū | ψο, σ.σσ |
| Week: 12/04/17 12/10/17 MTWTF 5 | \$135.00 | | | | |
| 6 WSFA 12/11/17 12/11/17 JUDGE JUDY 1ST RUN | 330-4p | :30 | NM | 1 | \$135.00 |
| Start Date | Rate | | 1 | | |
| Week: 12/11/17 12/17/17 1 1 | \$135.00 | | | | |
| 7 WSFA 11/30/17 12/01/17 Tonight Show | 1035-1137pm | :30 | NM | 0 | \$0.00 |
| Start Date | Rate | | | | |
| Week: 11/27/17 12/03/17TF 1 | \$260.00 | | | | |
| Spot Ch Date Range Description | Start/End Time | | Rate Type | | |
| 1 WSFA 11/27/17-12/03/17 Tonight Show | 1035-1137pm | ThF :30 \$2€ | 60:00 NM | | |
| Credited | | | | | 04 040 00 |
| 8 WSFA 12/04/17 12/08/17 Tonight Show | 1035-1137pm | :30 | NM | 4 | \$1,040.00 |
| Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 5 | <u>Rate</u> \$260.00 | | | | |
| Spot Ch Date Range Description | Start/End Time | Weekdays Length | Rate Type | | |
| 5 WSFA 12/04/17-12/10/17 Tonight Show | 1035-1137pm | | 50.00 NM | | |
| Credited | | | | | |
| | | | | | |

(* Line Transactions: N = New, E = Edited, D = Deleted)

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www.wsfa.com

 Contract / Revision
 Alt Order #

 1858226 /
 08870116

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/11/17
 ROY MOORE FOR SEN

 Advertiser
 Original Date / Revision

 POL/Moore, Roy/Senate
 12/05/17 / 12/05/17

| | | S4-1 | | | |
|---|---------------------------------------|--------------------------------|--|-------|----------------|
| *Line Ch Start Date End Date Description | Start/End Time | Spots/ Days Length Week | • | Spots | Amount |
| 9 WSFA 12/11/17 12/11/17 Tonight Show | 1035-1137pm | :30 | NM | | \$260.00 |
| Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 1 1 | Rate \$260.00 | ••• | | | |
| 10 WSFA 11/30/17 12/01/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 1 | 1137p-1237x <u>Rate</u> \$25.00 | :30 | NM | 1 | \$25.00 |
| 11 WSFA 12/04/17 12/08/17 Late Night w/ Seth Meyers Start Date | 1137p-1237x <u>Rate</u> \$25.00 | :30 | • NM | 4 | \$100.00 |
| Spot Ch Date Range Description 1 WSFA 12/04/17-12/10/17 Late Night w/ Seth Meyers | Start/End Time 1137p-1237x | Weekdays Length MTuWThF :30 | <u>Rate</u> <u>Type</u> \$25.00 NM | B | |
| Credited | | | | 1 | |
| 12 WSFA 12/11/17 12/11/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 1 1 | 1137p-1237x <u>Rate</u> \$25.00 | :30 | NM | 1 | \$25.00 |
| 13 WSFA 12/04/17 12/11/17 THE VOICE | 7-9pm | :30 | , NM | 2 | \$2,700.00 |
| Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 1 1 Week: 12/11/17 12/17/17 1 1 | Rate \$1,350.00 \$1,350.00 | | | | |
| 14 WSFA 12/04/17 12/11/17 THE WALL <u>Start Date End Date Weekdays Spots/Week</u> Week: 12/04/17 12/10/17 1 1 | 9-10pm <u>Rate</u> \$675.00 | :30 | NM | 1 | \$675.00 |
| Week: 12/11/17 12/17/17 1 1 | \$675.00 | | | | |
| Spot Ch Date Range Description 2 WSFA 12/11/17-12/17/17 THE WALL | Start/End Time 9-10pm | Weekdays Length M:30 | * <u>Rate</u> <u>Type</u> \$675.00 NM | • | |
| 15 WSFA 12/05/17 12/05/17 THE VOICE | 658-8pm | :30 | NM | 1 | \$1,350.00 |
| Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 -1 1 | <u>Rate</u> \$1,350.00 | | | | |
| 16 WSFA 12/05/17 12/05/17 CHICAGO MED | 9-10pm | :30 | NM | 1 | \$790.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 -1 1 | <u>Rate</u> \$790.00 | | • | | |
| 17 WSFA 12/06/17 12/06/17 BLACKLIST Start Date End Date Weekdays Spots/Week | 658-8pm <u>Rate</u> | :30 | NM | 0 | \$0.00 |
| Week: 12/04/17 12/10/171 1 Spot Ch Date Range Description | \$675.00 Start/End Time | Weekdays Length | Rate Type | | |
| 1 WSFA 12/04/17-12/10/17 BLACKLIST Credited | 658-8pm | | \$675.00 NM | · F | |
| 18 WSFA 12/06/17 12/06/17 L&O:SVU | 8-9pm | :30 | NM | 1 | \$565.00 |
| Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 1 1 | <u>Rate</u> \$565.00 | | | | |
| 19 WSFA 12/06/17 12/06/17 CHICAGO PD Start Date End Date Weekdays Spots/Week | 9-10pm <u>Rate</u> | :30 | NM | 1 | \$790.00 |
| Week: 12/04/17 12/10/171 1 | \$790.00 | .00 | A 1A A | 1 , | \$450.00 |
| E 20 WSFA 12/01/17 12/08/17 BLINDSPOT <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1 | 658-8pm <u>Rate</u> \$450.00 | :30 | NM | 1 | Ψ42U.UU |
| Week: 12/04/17 12/10/171 1 | \$450.00 | | - | I | |

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 Contract / Revision
 Alt Order #

 1858226 /
 08870116

Contract Dates Product . Estimate #

11/30/17 - 12/11/17 ROY MOORE FOR SEN

 Advertiser
 Original Date / Revision

 POL/Moore, Roy/Senate
 12/05/17 / 12/05/17

| | Start/End | Spots/ | Tuno Choto | Amount |
|--|-------------------------------|---------------------------|---------------|------------|
| *Line Ch Start Date End Date Description | Time | Days Length Week Ra | e Type Spots | Amount |
| Start Date End Date Weekdays Spots/Week Spot Ch Date Range Description | <u>Rate</u> Start/End Time | Weekdays Length Ra | e <u>Type</u> | |
| 2 WSFA 12/04/17-12/10/17 BLINDSPOT | 658-8pm | F :30 \$450. 0 | θ NM | |
| Credited | | | | |
| E 21 WSFA 12/01/17 12/08/17 DATELINE NBC | 8-10pm | :30 | NM 1 | \$510.00 |
| Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 | <u>Rate</u> \$510.00 | | | |
| Week: 12/04/17 12/10/171 1 | \$510.00 | | | |
| Spot Ch Date Range Description | Start/End Time | Weekdays Length . Ra | | |
| 2 WSFA 12/04/17-12/10/17 DATELINE NBC | 8-10pm | F :30 \$510. 6 | θ NM | |
| Credited | 0.7.0 | -00 | NM 1 | \$170.00 |
| 22 WSFA 12/09/17 12/09/17 DATELINE SAT NIGHT MY Start Date End Date Weekdays Spots/Week | S7-9pm Rate | :30 | NIVI | \$170.00 |
| Week: 12/04/17 12/10/171- 1 | \$170.00 | | | |
| Spot Ch Date Range Description | Start/End Time | Weekdays Length Ra | | |
| 1 WSFA 12/04/17-12/10/17 DATELINE SAT NIGHT MY | YS 7-9pm | Sa :30 \$170.0 | O NM | |
| See MG 22.2 2 WSFA 12/04/17-12/10/17 Dateline Sat Night Mystery | 8-9PM | sa :30 \$170.0 | o NM | |
| ⊕ MG for 22.1 12/09 | 5 3 | | | |
| 23 WSFA 12/09/17 12/09/17 DATELINE SAT NIGHT MY | S9-10PM | :30 | NM 0 | \$0.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | | |
| Week: 12/04/17 12/10/171- 1 Spot Ch Date Range Description | \$170.00 Start/End Time | Weekdays Length Ra | te Type | |
| 1 WSFA 12/04/17-12/10/17 DATELINE SAT NIGHT M | | Sa :30 \$170.0 | | |
| Credited | | | | |
| 24 WSFA 12/03/17 12/03/17 NFL Football Nite/America | 6P-720P | :30 | NM 1 | \$340.00 |
| Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 | <u>Rate</u> \$340.00 | | | |
| | | :30 | NM 1 | \$1,125.00 |
| 25 WSFA 11/30/17 11/30/17 NET NFL Thursday Game Start Date End Date Weekdays Spots/Week | 730P-1030p Rate | .30 | INIVI | \$1,125.00 |
| Week: 11/27/17 12/03/171 1 | \$1,125.00 | | | |
| 26 WSFA 12/07/17 12/07/17 NET NFL Thursday Game | 730P-1030p | :30 | NM 1 | \$1,915.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1 | <u>Rate</u> \$1,915.00 | • | | |
| | Sun 730P-1030P | :30 | 1 | \$1,125.00 |
| 27 WSFA 12/03/17 12/03/17 NFL Football Start Date End Date Weekdays Spots/Week | Rate | .30 | INIVI | \$1,120.00 |
| Week: 11/27/17 12/03/171 1 | \$1,125.00 | | | |
| 28 WSFA 12/10/17 12/10/17 NFL Football | Sun 730P-1030p | :30 | NM 1 | \$1,125.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | | |
| Week: 12/04/17 12/10/171 1 | \$1,125.00 | :30 | NM 1 | \$260.00 |
| 29 WSFA 11/30/17 11/30/17 DELAY/Tonight Show w/Jay Start Date End Date Weekdays Spots/Week | Rate | .30 | IAIM I | Ψ2.00.00 |
| Week: 11/27/17 12/03/17T 1 | \$260.00 | | | |
| 30 WSFA 12/07/17 12/07/17 DELAY/Tonight Show w/Jay | | :30 | NM 1 | \$260.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17T 1 | <u>Rate</u> \$260.00 | | | |
| 31 WSFA 12/09/17 12/09/17 Saturday Hour 3 | 9-10PM | :30 | NM 1 | \$170.00 |
| 31 VVSFA 12/09/17 12/09/17 Saturday Frout 3 | 3-101-W | .50 | | Ψ.70.00 |

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<u>Contract / Revision</u> <u>Alt Order #</u>
1858226 / 08870116

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/11/17
 ROY MOORE FOR SEN

 Advertiser
 Original Date / Revision

 POL/Moore, Roy/Senate
 12/05/17 / 12/05/17

| *Line Ch Start Date End Date Description | Start/End Time | Spots/ Days Length Week Rate | Type Spots | Amount |
|---|---------------------------------------|---------------------------------|------------|----------|
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17S- 1 | <u>Rate</u> \$170.00 | | | |
| 32 WSFA 12/06/17 12/06/17 Pentatonix Christmas Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17W 1 | 658-8pm <u>Rate</u> \$250.00 | :30 | NM 1 | \$250.00 |
| 33 WSFA 12/02/17 12/02/17 will and grace/superstore Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17S- 1 | 7-8pm <u>Rate</u> \$75.00 | :30 | NM 1 | \$75.00 |
| 34 WSFA 12/02/17 12/02/17 Saturday Hour 3 Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17S- 2 | 9-10PM <u>Rate</u> \$75.00 | :30 | NM 2 | \$150.00 |
| 35 WSFA 11/30/17 11/30/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17T 1 | 7-9am <u>Rate</u> \$175.00 | :30 | NM 1 | \$175.00 |
| 36 WSFA 12/01/17 12/01/17 Late Night w/ Seth Meyers Start Date | 1137p-1237x <u>Rate</u> \$25.00 | :30 | NM 1 | \$25.00 |
| 37 WSFA 12/11/17 12/11/17 better late than never Start Date | 9-10pm <u>Rate</u> \$675.00 | :30 | NM 1 | \$675.00 |
| 38 WSFA 12/07/17 12/07/17 DELAY Late Night Start Date | 1206-1x <u>Rate</u> \$25.00 | :30 | NM 1 | \$25.00 |
| N 39 WSFA 12/07/17 12/07/17 NET NFL Thursday Pre-Gar <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17T 2 | m630-730p <u>Rate</u> \$150.00 | :30 | NM 2 | \$300.00 |
| N 40 WSFA 12/08/17 12/08/17 AHSAA Football Start Date | 7p-10p <u>Rate</u> \$100.00 | :30 | NM 3 | \$300.00 |
| N 41 WSFA 12/09/17 12/09/17 will and grace/superstar Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17S- 2 | 7-8pm <u>Rate</u> \$150.00 | :30 | NM 2 | \$300.00 |
| N 42 WSFA 12/10/17 12/10/17 NET NBC Sunday Today Start Date | nc7-8a <u>Rate</u> \$45.00 | :30 | NM 1 | \$45.00 |
| N 43 WSFA 12/07/17 12/07/17 DELAY Late Night <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17T 1 | 1206-106x <u>Rate</u> \$15.00 | :30 | NM 1 | \$15.00 |

Time Period # of Spots **Gross Amount** Agency Comm. Net Amount \$16,995.75 (\$2,999.25)11/27/17 -12/11/17 60 \$19,995.00 \$16,995.75 Totals 60 \$19,995.00 (\$2,999.25)

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Totals

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This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

60

\$19,995.00

Print Date 12/05/17

Page 5 of 5



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

| | | Alt Order # 08870116 |
|---------------------------------------|------------------------------|--|
| Contract Dates 11/30/17 - 12/11/17 | Product ROY MOORE FOR SEN | Estimate # |
| Advertiser POL/Moore, Roy/Senate | | nal Date / Revision /05/17 / 12/05/17 |

| Signature: | Date: | |
|------------|-------|--|
| J.5 | | |

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CREDIT AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: ORDER WORKSHEET

TRF# 1858226

HEADLINE# 8870116

R いない なるら

ADV

703-516-9680

FAX#

RISK !

FROM STATION

DEC5/17 13.39 *** WSFA-TV *** # SALESMAN **CHANGES** OFF.# REP.# POLI/R MOORE/R/SEN/AL MOD# 2: APPROVED REV #0 \$\$\$ NAME ADV.

30 3 DEC5/17 REGIONAL (H) EDDINS DATE BAGINSKI LOCAL RYAN JOSH WA. CLASS: NATL. PRSN NAME BUYER SALES INVOICE) NEEDED ORDER, BILLING (LINE, CO-OP STRATEGIES COMMENTS: AVENUE 32301 887011 FL WK-2 PARK # FRONT LINE TALLAHASSE CONTRACT 526 EAST DEC11/17 EST# SENATE NAME NOV30/17 FOR ROY MOORE DATES FLIGHT ORDER PRDCT AGY

TAX STATE TAX CITY STA:

* * * * *

SCHEDULE ADVANCE N CASH SENATE Þ STATION MAKEGOOD OFFERS: THIS IS ROY MOORE FOR TO PRINT NO BUYS Σ CON

MISSED: FRI/700P-800P FRI/800P-1000P BUY#20 BUY#21 UNRESL

FRI/700P-1000P OFFER: THU/630P-700P Ø

THU/1200M-100A SAT/700P-800P SUN/700A-800A

\$45.00 \$15.00 DENICE THANKS, 30 8 30 8 30 8 30 8 30 8 30 8 30 8 CONFIRM PLEASE DEC7 CMT: NA DUE TO PROGRAM CHANGE

DEC10

DEC7 (2/WK) DEC8 (3/WK) DEC9 (2/WK)

DEC8 DEC8 19995.00

TOTAL

TOTAL

CONTRACT

PLS ADVISE

\$450.00 \$510.00 \$150.00 \$100.00

\$150.00

(DEC5/17)

INFORMATION NOT YET AVAILABLE COMPETITIVE

9995.00

DEC/17

SVC- NSI

DEMOS- RA35+*

1858226 \$\$\$

TRF#

2: UNAPPROVED REV #1

HEADLINE# 8870116

MOD#

及 い い い い

FAX# 703-516-9680 REPORT FROM REP RISK ::: CREDIT AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

*** WSFA-TV *** DEC5/17 13.49

* * CHANGES * *

13.49 SALESMAN 17 REGIONAL DATE DECS (H)EDDINS JOSH BAGINSKI LOCAL RYAN WA-CLASS: NATL. PRSN BUYER NAME SALES REP.# ORDER, INVOICE) BILLING NEEDED (LINE, CO-OB STRATEGIES NAME POLI/R MOORE/R/SEN/AL COMMENTS: AVENUE # 8870116 32301 FL WK-2 PARK CONTRACT FRONT LINE TALLAHASSE EAST DEC11/17 EST# 526 TAX SENATE NAME STATE ADV. AGY. FOR DATES NOV30/1 ROY MOORE CITY TAX # FLIGHT # ORDER PRDCT ADV AGY

MAKEGOOD M5 N/A LINES 20-21/ ADD LINES 39-43 TOTAL \$19995 PLEASE CONFIRM THANKS, REP:

STA:

A CASH IN ADVANCE SCHEDULE **** SI SIHL **** CON CM

ROY MOORE FOR SENATE

| · LINE | :LINE#:REP :CD: | . CD: | TIME PERIOD | | : LGTH : SEC | : SEC | | RATE | · · · | START | •• • | D E | :SPTS: WEEK | WEEK | | DAYS | : TOTL: |
|--------|-----------------|----------|-------------------------------|----------------|--------------|-------|---|----------|-------|-------|------|-----|-------------|-------|-----|------|---------|
| | 20 | . E | 700P-800P | • | 30 | • | • | \$450.00 | 12/1 | /1 | 12/1 | 1. | /1 1 1 | 1 > L | FRI | | |
| | 20 | <u>ы</u> | 700P-800P | | 30 | | | \$450.00 | 12/8 | æ | 12/8 | ω | 0 | | FRI | | 0 |
| • | PROGRAM : | AM : | BLINDSPOT-FALL BLINDSPOT-FALL | -FALL -FALL | | • | | • | | | | | | _ | | | |
| | <u>რ</u> | 4 | 630P-700P | | 30 | | | \$150.00 | 12/7 | 7 | 12/7 | ۲. | 2 | _ | THU | | 7 |

THANKS, DENICE NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. NFL THU PRE-GAME PROGRAM : ORD COM1:

1 SPOT/WK 1 SPOT/WK ON LINE-21 FOR MAKE-GOOD FOR DEC8 MAKE-GOOD FOR DEC8 THIS IS A THIS IS A

REP HEADLINE# 8870116 TRF# 1858226 \$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$

DEC5/17 13.49 *** WSFA-TV *** REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP
CHANGES

FAX# 703-516-9680

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|---------------|----------|---|-----------|--|-----------|----------------------------------|-----------|--|--------|----------|--|
| DAYS | LJ | | Γ. | | 7 | | 1 | | | | DEC5/17) LS ADVIS |
| | FRI | | SAT | | SUN | | THU | | FRI | FRI | 000 (1000 000 000 000 000 000 000 000 00 |
| WEEK | <u> </u> | | > | | | > | <u>\</u> | > | | | A450. 11500. 11500. 11500. 11500. 11500. 11500. 1177. |
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| START DATE | 8/ | THANKS, | ر و | THANKS, | 10 | THANKS, | ,7 | THANKS, | /1 | 8/ | 111 |
| | 12/ | | 12/ | • | 12/10 | • | 12/7 | | 12/ | 12/ | DEC8 DEC8 DEC7(2 DEC9(3 DEC9(2 DEC10 PLEASE |
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| RATE | 100.00 | EASE CC | 150.00 | EASE CC | 45.00 | EASE CC | 15.00 | F_3 | 510.00 | 510.00 | T CHANGE |
| | W. | IP • PLE2 39-4 | Ś | P.I. | ŵ | . PLE2 | ζ. | SETH MEYE • PLEASE 39-43 | ŵ | ψ. | 00P 000P 000P 000P 000P 000A 1100A PROGRAM |
| : SEC | | IONSH; HANGE | | WILL AND GRACE/SUPERSTORE NA DUE TO PROGRAM CHANGE. AKEGOOD MADE UP OF LINES | | CHANGE. LINES | | SHT WITH SAM CHANGE. | | | 0 Z |
| LGTH | 30 | SUPER 7 CHAMPIONSH TO PROGRAM CHANGE D MADE UP OF LINES | 30 | /SUPEI RAM CI | 30 | O F4 | 30 | NIGHT OGRAM CI | 30 | 30 | |
| : QO | | ER 7 PROG ADE U | | GRACE/ PROGRA | | TODAY TO PROGRAM MADE UP O | | 0 | | | E-FALL E-FALL ISSED:FRI, OFFER:THU, & FRI, & SAT, & SUN, & THU, CMT:NA I |
| PERIOD | 000b | AHSAA SUPER NA DUE TO PR MAKEGOOD MADE | 00P | WILL AND GRACE/SUE NA DUE TO PROGRAM MAKEGOOD MADE UP OF | 00A | Ω | 100A | DELAYED LATE NIGHI NA DUE TO PROGRAM MAKEGOOD MADE UP OF | 10001 | 000B | HH O ZZ Z |
| TIME | 00P-1 | AHSAA NA DUE MAKEGOO | 700P-800P | WILL NA D MAKEG | 700A-800A | SUNDAY NA DUE MAKEGOO | 200M-100A | DELA NA D MAKEG | 00P- | 00P-1000 | : DATELI 1: DATELI OD OFFERS: BUY#20 BUY#21 |
| : CD: | A 7 | 4 | A 7 | A | A 7 | 4 | A 1 | 4 | ы 8 | E 8 | 0 |
| : REP | 4 0 | PROGRAM ORD COM PART OF | 4 1 | PROGRAM ORD COM PART OF | 42 | PROGRAM ORD COM PART OF | 43 | PROGRAM ORD COM PART OF | 21 | 21 | PROGRAM: CON COM1: CON COM1: M5 OK'D BU BU |
| LINE#: | | | | | | | | | | | STATION M5 O |
| H | | | | | | | | | | | S G E |

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI

DEMOS- RA35+*

Y-DAYS Z-COMMENTS *-MULTIPLE L-LENGTH M-MAKEGOOD N-PROGRAM NAME X-LATE DE-DELETE E-EFF DATES S-SPOTS PER WEEK T-TIME C-CANCELLED P-CLASS, PLAN, SECT Q-PAID PGM R-RATE B-BUY TYPE A-ADD MOD CODE

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN TRF# 1858226 #1 \$\$\$

: APPROVED REV

8870116

HEADLINE#

N

MOD#

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DEC5/17 14.07 703-516-9680 STATION FROM FAX# RISK !!! REPORT F CREDIT HARRIS AGENCY ORDER WORKSHEET

* * *

*** WSFA-TV

.07 4 Н SALESMAN REGIONAL DATE DEC5/17 (H) EDDINS BAGINSKI LOCAL RYAN OFF.# JOSH WA-NATL PRSN NAME BUYER SALES CLASS REP.# INVOICE) NEEDED ORDER, BILLING (LINE, CO-OP MOORE/R/SEN/AL STRATEGIES PARK AVENUE 32301 8870116 COMMENTS: FL WK-2 # LINE CONTRACT TALLAHASSE EAST DEC11/17 POLI/R EST# FRONT 526 TAX SENATE NAME NAME STATE NOV30/17 FOR ADV. AGY. MOORE DATES ROY TAX # FLIGHT # # ORDER PRDCT CILX ADV AGY

39-43 MAKEGOOD M5 N/A LINES 20-21/ ADD LINES THANKS, CONFIRM TOTAL \$19995 PLEASE REP:

STA:

SCHEDULE ADVANCE Z CASH ď IS THIS **** S CON

(DEC5/17) GENERATION CONTRACT SCHEDULED FOR DEC8 DEC8 APPROVED. FRI/800P-1000P MISSED: FRI/700P-800P BEEN HAVE ROY MOORE FOR SENATE NOTICE: CHANGES OF THIS ORDER STATION MAKEGOOD OFFERS: BUY#20 BUY#21 OK'D

DENICE THANKS CONFIRM. PLEASE DEC7 CMT: NA DUE TO PROGRAM CHANGE THU/1200M-100A

DEC7(2/WK) DEC8(3/WK) DEC9(2/WK)

FRI/700P-1000P

SAT/700P-800P

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SUN/700A-800A

OFFER: THU/630P-700P

DEC10

19995.00 TOTAL CONTRACT TOTAL

PLS ADVISE

CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Front Line Strategies 526 East Park Avenue Tallahassee, FL 32301

| | Contract / Rev | <u>vision</u> | | Alt Order # | |
|-----------------------|----------------|---------------|------|--------------|---------------|
| | 1858226 | 1 | | 08870116 | |
| Product | | | | | |
| ROY MOORE FOR SENAT | Έ | | | | |
| Contract Dates | Estimate # | | | | |
| 11/30/17 - 12/11/17 | | | | | |
| Advertiser | | | Or | iginal Date | / Revision |
| POL/Moore, Roy/Senate | | | 1 | 2/05/17 | / 12/05/17 |
| | Billing Cycle | Billing | Cal | <u>endar</u> | Cash/Trade |
| | EOM/EOC | Broado | ast | | Cash |
| | Property | Accour | nt E | xecutive | Sales Office |
| | WSFA | Ryan E | ddi | ns | HRP-Washingto |
| | Special Hand | ing | | | |
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| | Demographic | | | | |
| | Adults 35+ | | | | |
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| | | | | | |
| | Agy Code | Advert | ser | Code | Product 1/2 |
| | | | | | |
| | Agency Ref | | | Advertiser | Ref |
| | | | | | |

| | Start/End | Spots/ | | |
|---|-------------------------------|---|-------------------|---------------------|
| *Line Ch Start Date End Date Description | Time | Days Length Week Rate | Type Spots | Amount |
| 1 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN | 3-330p | :30 | NM 1 | \$135.00 |
| Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 1 | <u>Rate</u> \$135.00 | | | |
| 2 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN | 3-330p | :30 | NM 5 | \$675.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | | ****** |
| Week: 12/04/17 12/10/17 MTWTF 5 | \$135.00 | | | |
| 3 WSFA 12/11/17 12/11/17 JUDGE JUDY 2ND RUN | 3-330p | :30 | NM 1 | \$135.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1 | <u>Rate</u> \$135.00 | | | |
| 4 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN | 330-4p | :30 | NM 1 | \$135.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | | |
| Week: 11/27/17 12/03/17TF 1 | \$135.00 | .20 | NM 5 | \$675.00 |
| 5 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN Start Date End Date Weekdays Spots/Week | 330-4p Rate | :30 | NM 5 | \$675.00 |
| Week: 12/04/17 12/10/17 MTWTF 5 | \$135.00 | • | | |
| 6 WSFA 12/11/17 12/11/17 JUDGE JUDY 1ST RUN | 330-4p | :30 | NM 1 | \$135.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1 | <u>Rate</u> \$135.00 | | | |
| 7 WSFA 11/30/17 12/01/17 Tonight Show | 1035-1137pm | :30 | NM 0 | \$0.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .50 | INIVI | Ψ0.00 |
| Week: 11/27/17 12/03/17TF 1 | \$260.00 | | | |
| Spot Ch Date Range Description | Start/End Time | Weekdays Length Rate | Type | |
| 1 WSFA 11/27/17-12/03/17 Tonight Show Credited | 1035-1137pm | ThF :30 \$260.00 | NM | |
| 8 WSFA 12/04/17 12/08/17 Tonight Show | 1035-1137pm | :30 | NM 4 | \$1,040.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .00 | | Ψ / , σ / σ / σ / σ |
| Week: 12/04/17 12/10/17 MTWTF 5 | \$260.00 | | _ 1 | |
| Spot Ch Date Range Description 5 WSFA 12/04/17-12/10/17 Tonight Show | Start/End Time 1035-1137pm | Weekdays Length Rate MTuWThF :30 \$260.00 | <u>Type</u> NM | |
| 5 WSFA 12/04/17-12/10/17 Tonight Show Credited | 1035-1137pm | 111 LW 111F30 \$200.00 | IVIVI | |

(* Line Transactions: N = New, E = Edited, D = Deleted)

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| Contract / Revision | Alt Order # | 08870116

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/11/17
 ROY MQORE FOR SEN

 Advertiser
 Original Date / Revision

 POL/Moore, Roy/Senate
 12/05/17 / 12/05/17

| *Line Ch Start Date End Date Description | Start/End Time | Spots/ Days Length Week | Rate | Type Spo | ts | Amount |
|--|--|-----------------------------|-------------------|--------------------------|----|------------|
| 9 WSFA 12/11/17 12/11/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1 | 1035-1137pm <u>Rate</u> \$260.00 | :30 | • | NM | 1 | \$260.00 |
| 10 WSFA 11/30/17 12/01/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 1 | 1137p-1237x <u>Rate</u> \$25.00 | :30 | | NM | 1 | \$25.00 |
| 11 WSFA 12/04/17 12/08/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 5 | | :30 | | NM | 4 | \$100.00 |
| Spot Ch Date Range Description 1 WSFA 12/04/17-12/10/17 Late Night w/ Seth Meyers Credited | Start/End Time 1137p-1237x | Weekdays Length MTuWThF :30 | • Rate \$25.00 | Type NM | | |
| 12 WSFA 12/11/17 | 1137p-1237x <u>Rate</u> \$25.00 | :30 | | NM | 1 | \$25.00 |
| 13 WSFA 12/04/17 12/11/17 THE VOICE Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 1 1 Week: 12/11/17 12/17/17 1 1 | 7-9pm <u>Rate</u> \$1,350.00 \$1,350.00 | :30 | • | NM | 2. | \$2,700.00 |
| 14 WSFA 12/04/17 12/11/17 THE WALL Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 1 1 Week: 12/11/17 12/17/17 1 1 | 9-10pm <u>Rate</u> \$675.00 \$675.00 | :30 | | NM | 1 | \$675.00 |
| Spot Ch Date Range Description 2 WSFA 12/11/17-12/17/17 THE WALL Credited | Start/End Time 9-10pm | Weekdays Length M::30 | Rate \$675.00 | <u>Type</u> <i>NM</i> | | |
| 15 WSFA 12/05/17 12/05/17 THE VOICE <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 -1 1 | 658-8pm <u>Rate</u> \$1,350.00 | :30 | | NM | 1 | \$1,350.00 |
| 16 WSFA 12/05/17 12/05/17 CHICAGO MED <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 -1 1 | 9-10pm <u>Rate</u> \$790.00 | :30 | | NM | 1 | \$790.00 |
| 17 WSFA 12/06/17 12/06/17 BLACKLIST <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1 | 658-8pm <u>Rate</u> \$675.00 | :30 | • | NM | 0 | \$0.00 |
| Spot Ch Date Range Description 1 WSFA 12/04/17-12/10/17 BLACKLIST Credited | Start/End Time 658-8pm | Weekdays Length :30 | Rate \$675.00 | Type NM | | |
| 18 WSFA 12/06/17 12/06/17 L&O:SVU <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1 | 8-9pm <u>Rate</u> \$565.00 | :30 | | NM | 1 | \$565.00 |
| 19 WSFA 12/06/17 12/06/17 CHICAGO PD <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1 | 9-10pm <u>Rate</u> \$790.00 | :30 | • | NM | 1 | \$790.00 |
| E 20 WSFA 12/01/17 12/08/17 BLINDSPOT Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1 | 658-8pm <u>Rate</u> \$450.00 \$450.00 | :30 | | NM | 1 | \$450.00 |

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| Contract / Revision | Alt Order # | 1858226 / 08870116

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/11/17
 ROY MOORE FOR SEN

| <u>Advertiser | Original Date / Revision |</u>
| POL/Moore, Roy/Senate | 12/05/17 / 12/05/17

| | L | | | |
|--|---|--|--------------------------|------------|
| | Start/End | Spots/ | | |
| *Line Ch Start Date End Date Description | Time | Days Length Week Rate | Type Spots | Amount |
| Start Date End Date Weekdays Spots/Week Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 BLINDSPOT Credited | <u>Rate</u> <u>Start/End Time</u> 658-8pm | Weekdays Length Rate F :30 \$450.00 | <u>Type</u> NM | |
| E 21 WSFA 12/01/17 12/08/17 DATELINE NBC Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1 | 8-10pm <u>Rate</u> \$510.00 \$510.00 | :30 | NM 1 | \$510.00 |
| Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 DATELINE NBC Credited | Start/End Time 8-10pm | Weekdays Length Rate F :30 \$510.00 | <u>Type</u> <i>NM</i> | |
| 22 WSFA 12/09/17 12/09/17 DATELINE SAT NIGHT MY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171- 1 | S7-9pm <u>Rate</u> \$170.00 | :30 | N M 1 | \$170.00 |
| Spot Ch Date Range Description 1 WSFA 12/04/17-12/10/17 DATELINE SAT NIGHT M See MG 22.2 | Start/End Time YS 7-9pm | Weekdays Length RateSa :30 \$170.00 | <u>Type</u> NM | |
| 2 WSFA 12/04/17-12/10/17 Dateline Sat Night Mystery | | Sa :30 \$170.00 | NM | |
| 23 WSFA 12/09/17 12/09/17 DATELINE SAT NIGHT MY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171- 1 | S9-10PM <u>Rate</u> \$170.00 | :30 | NM 0 | \$0.00 |
| <u>Spot Ch Date Range Description</u> 1 WSFA 12/04/17-12/10/17 DATELINE SAT NIGHT M [*] Credited | Start/End Time YS 9-10PM | Weekdays Length RateSa :30 \$170.00 | <u>Type</u> NM | |
| 24 WSFA 12/03/17 12/03/17 NFL Football Nite/America Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1 1 | 6P-720P <u>Rate</u> \$340.00 | :30 | NM 1 | \$340.00 |
| 25 WSFA 11/30/17 11/30/17 NET NFL Thursday Game Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 | 730P-1030p <u>Rate</u> \$1,125.00 | :30 | NM 1 | \$1,125.00 |
| 26 WSFA 12/07/17 12/07/17 NET NFL Thursday Game Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/171 1 | 730P-1030p <u>Rate</u> \$1,915.00 | :30 | NM 1 | \$1,915.00 |
| 27 WSFA 12/03/17 12/03/17 NFL Football Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 | Sun 730P-1030P <u>Rate</u> \$1,125.00 | :30 | NM 1 | \$1,125.00 |
| 28 WSFA 12/10/17 12/10/17 NFL Football Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/171 1 | Sun 730P-1030p <u>Rate</u> \$1,125.00 | :30 | NM 1 | \$1,125.00 |
| 29 WSFA 11/30/17 11/30/17 DELAY/Tonight Show w/Jay | | :30 | NM 1 | \$260.00 |
| 30 WSFA 12/07/17 12/07/17 DELAY/Tonight Show w/Jay Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17T 1 | y I1105p-12xm <u>Rate</u> \$260.00 | :30 | NM 1 | \$260.00 |
| 31 WSFA 12/09/17 12/09/17 Saturday Hour 3 | 9-10PM | :30 | NM 1 | \$170.00 |

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 Contract / Revision
 Alt Order #

 1858226 /
 08870116

Contract Dates Product Estimate #

11/30/17 - 12/11/17 ROY MOORE FOR SEN

 Advertiser
 Original Date / Revision

 POL/Moore, Roy/Senate
 12/05/17 / 12/05/17

| Siart Date End Date Control | *Line Ch Start D | ate End Da | te Description | | Start/End Time | Days | Spots/ Length Week | Rate | Type S | Spots | Amount |
|---|-------------------|-------------|-----------------|---|-------------------|--------|-----------------------|------|--------|-------|-------------|
| 32 WSFA 1206/17 12/06/17 Pentatonix Christmas 658-8pm 30 NM 1 \$250.00 | Start Date | End Date | Weekdays | Spots/Week | | | | | T | | |
| Start Date End Date Weekdays Spots/Neek Rate Start Date Start Date End Date Weekdays Spots/Neek Rate Start Date | | | | | | | .20 | | | | ¢250.00 |
| Week: 12/04/17 12/10/17 12/ | | | | | | | :30 | | IVIVI | į. | \$250.00 |
| Start Date End Date Weekdays Spots/Week Rate S75.00 Start Date End Date Weekdays Spots/Week S75.00 Start Date | | | | | | | | 4 | | | |
| Week: 11/27/17 12/03/17 | | | | • | | | :30 | | NM | 1 | \$75.00 |
| Start Date End Date Weekdays Spots/Week State Str. 1/27/17 1/203/17 1/303/17 Start Date End Date Weekdays Spots/Week Rate Str. Str. Start Date End Date Weekdays Spots/Week Rate Str. Str. Start Date End Date Weekdays Spots/Week Rate Str. Str. Start Date End Date Weekdays Spots/Week Rate Str. Str. Start Date End Date Weekdays Spots/Week Rate Str. | | | | | | | | | ı | | |
| Week: 11/27/17 12/03/17 13/03/17 NBC Today Show 7-9am 30 NM 1 \$175.00 | 34 WSFA 12/02/1 | 17 12/02/17 | ' Saturday Ho | ur 3 | 9-10PM | | :30 | | NM | 2 | \$150.00 |
| 35 WSFA 11/30/17 | | | | | | | | | | | |
| Start Date Week: 11/27/17 12/01/17 Late Night Spots/Week S | | | | | | | .30 | | NM | 1 | \$175.00 |
| 36 WSFA 12/01/17 | Start Date | End Date | Weekdays | Spots/Week | <u>Rate</u> | | .00 | | | · | ******* |
| Start Date Week: 11/27/17 12/03/17 1 | | | | | | | | | | | *** ** |
| Week: 11/27/17 12/03/17 | | | _ | | • | | :30 | | NM | 1 | \$25.00 |
| Start Date Meek: 12/11/17 12/10717 12/10717 DELAY Late Night 1206-1x \$675.00 \$18 | | | | | | | | | | | |
| Neek: 12/11/17 12/17/17 12/17/17 Net Net Neek Neek: 12/04/17 12/10/17 12/10/17 Net Neek Neek: 12/04/17 12/10/17 Net Neek Neek Neek: 12/04/17 12/10/17 Net Neek Neek Neek: 12/04/17 12/10/17 Net Neek Neek Neek: 12/04/17 Neek Neek | | | | | | | :30 | | NM | 1 | \$675.00 |
| 38 WSFA 12/07/17 12/07/17 DELAY Late Night 1206-1x S25.00 Start Date End Date Date Meekdays Spots/Week Rate S25.00 Start Date End Date Meekdays Spots/Week Rate S25.00 S26.00 S2 | | | | | | | | | | | |
| Start Date End Date 12/10/17 12/10/17 12/10/17 NET NBC Sunday Today Shc7-8a Satar Date Week: 12/10/17 1 | | | | Night | | | :30 | | NM | 1 | \$25.00 |
| N 39 WSFA 12/07/17 | Start Date | End Date | Weekdays | Spots/Week | | | | • | | | |
| Start Date End Date Meekdays Spots/Week Rate \$150.00 | | | | | | | .20 | | NIM | 2 | 6300.00 |
| N | | | | • | • | | :30 | | IVIVI | 2 | \$300.00 |
| Start Date House | | | | | | | | | | | |
| Week: 12/04/17 12/10/17 F- 3 \$100.00 D 41 WSFA 12/09/17 12/09/17 will and grace/superstar 7-8pm :30 NM 0 \$0.00 N 42 WSFA 12/10/17 12/10/17 NET NBC Sunday Today Shc7-8a :30 NM 1 \$45.00 Start Date Week: 12/04/17 End Date 12/10/17 Weekdays Spots/Week | | | | | | | :30 | | NM | 3 | \$300.00 |
| N 42 WSFA 12/10/17 12/10/17 NET NBC Sunday Today Shc7-8a :30 :30 :30 :30 :30 :30 :30 :30 :30 :30 | | | | | | | | | | | |
| Start Date Hold Date Weekdays Spots/Week Rate Start Date Weekdays Start Date Week 12/04/17 12/07/17 DELAY Late Night 1206-106x Start Date Meek 12/04/17 12/10/17 12/10/17 12/10/17 12/10/17 S15.00 Start Date Weekdays Spots/Week Rate Start Date NM Start Date Weekdays Spots/Week Rate Start Date Start Date NM Start Date Start Date End Date Start Date Start Date End Date Start D | D 41 WSFA 12/09/1 | 17 12/09/17 | will and grac | e/superstar | 7-8pm | · | :30 | | NM | 0 | \$0.00 |
| Week: 12/04/17 12/10/17 S 1 \$45.00 N 43 WSFA 12/07/17 12/107/17 DELAY Late Night 1206-106x :30 NM 1 \$15.00 N 44 WSFA 12/09/17 End Date 12/10/17 Weekdays 5pots/Week 15/10.00 Rate 15/10.00 NM 2 \$150.00 N 45 WSFA 12/09/17 End Date 12/10/17 Weekdays 5pots/Week 2/12/10/17 Rate 2/10/17 \$75.00 NM 1 \$150.00 N 45 WSFA 12/06/17 12/10/17 Today in Alabama 530a 528am-6am 530a 528am | | | | | | | :30 | | NM | 1 | \$45.00 |
| N 43 WSFA 12/07/17 12/07/17 DELAY Late Night 1206-106x :30 NM 1 \$15.00 Start Date End Date Weekdays Spots/Week Rate 12/10/17 12/ | | | | | | | | | | | |
| Start Date Week: End Date 12/04/17 Weekdays 2/10/17 Spots/Week 15.00 Rate \$15.00 N 44 WSFA 12/09/17 12/09/17 2/109/17 will and grace/superstar 7-8pm :30 . NM 2 \$150.00 Start Date Week: 12/04/17 12/10/17 Weekdays Spots/Week 75.00 Rate 75.00 N 45 WSFA 12/06/17 12/10/17 Today in Alabama 530a Start Date Weekdays Spots/Week 12/10/17 Spots/Week Rate 12/10/17 :30 NM 1 Week: 12/10/17 12/10/17 Weekdays Spots/Week Rate 12/10/17 Rate Spots/Week Rate 12/10/17 | | | DELAY Late | Night | | | :30 | | NM | 1 | \$15.00 |
| N 44 WSFA 12/09/17 12/09/17 will and grace/superstar 7-8pm :30 . NM 2 \$150.00 Start Date End Date Weekdays Spots/Week Rate S- 2 \$75.00 N 45 WSFA 12/06/17 12/10/17 Today in Alabama 530a 528am-6am :30 Start Date End Date End Date Weekdays Spots/Week Rate | Start Date | End Date | <u>Weekdays</u> | Spots/Week | Rate | | | | | | |
| Start Date Week: End Date 12/04/17 Weekdays 2 | | | | · · · · · · · · · · · · · · · · · · · | | | | | - NIV | • | 6450.00 |
| Week: 12/04/17 12/10/17 S- 2 \$75.00 N 45 WSFA 12/06/17 12/10/17 Today in Alabama 530a 528am-6am :30 NM 1 \$150.00 Start Date Week: 12/04/17 End Date Date Today Weekdays Spots/Week Rate Spots/Week Rate Spots/Week \$150.00 | | | | | | | :30 | • | NIV | 2 | \$150.00 |
| Start Date End Date Weekdays Spots/Week Rate Week: 12/04/17 12/10/17WTF 1 \$150.00 | | | S- | | | | | | | | |
| Week: 12/04/17 12/10/17WTF 1 \$150.00 | | | • | | | | :30 | | NM | 1 | \$150.00 |
| | | | | *************************************** | | | | | | | |
| | | | | | | Totals | | | | 61 | \$19,995.00 |

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

Print Date 12/05/17

Page 5 of 5



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

| | Contract / Revision 1858226 / | <u>Alt Order #</u> 08870116 |
|---------------------------------------|----------------------------------|--------------------------------|
| Contract Dates 11/30/17 - 12/11/17 | Product ROY MOORE FOR SE | Estimate # |
| Advertiser | | ginal Date / Revision |
| POL/Moore Poy/Senate | j 1 | 12/05/17 / 12/05/17 I |

POL/Moore, Roy/Senate

| Time Period | # of Spots | Gross Amount | Agency Comm. | Net Amount |
|--------------------|------------|--------------|--------------|-------------|
| 11/27/17 -12/11/17 | 61 | \$19,995.00 | (\$2,999.25) | \$16,995.75 |
| Totals | 61 | \$19,995,00 | (\$2,999,25) | \$16,995,75 |

| Signature: | Date: | • |
|------------|-------|---|
| • | | |

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

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REP HEADLINE# 8870116 TRF# 1858226 \$\$\$ MOD# 3: APPROVED REV #0 \$\$\$

DEC5/17 14.11 *** WSFA-TV *** FAX# 703-516-9680 -9387 AGENCY CREDIT RISK !!! HARRIS REPORT FROM STATION **CHANGES** REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

| REP.# OFF.# SALESMAN # | BUYER NAME JOSH BAGINSKI | SALES PRSN WA- RYAN EDDINS (H) | | CLASS: NATL. LOCAL REGIONAL | (LINE, ORDER, INVOICE) | | CO-OP BILLING NEEDED DATE DEC5/17 14.11 |
|---------------------------------|---------------------------------------|--------------------------------|----------------------|-----------------------------|--|-------------------------------------|---|
| ADV. NAME POLI/R MOORE/R/SEN/AL | AGY # AGY. NAME FRONT LINE STRATEGIES | 526 EAST PARK AVENUE | TALLAHASSE, FL 32301 | ORDER # CONTRACT # 8870116 | PRDCT ROY MOORE FOR SENATE EST# COMMENTS: (LIN | FLIGHT DATES NOV30/17 DEC11/17 WK-2 | CITY TAX STATE TAX CO-OP BII |

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE CON CM

OFFER: SAT/700P-800P MISSED:SAT/700P-800P ROY MOORE FOR SENATE NO BUYS TO PRINT STATION MAKEGOOD OFFERS: UNRESL BUY#41 Ω W

THE RATE WAS WRONG. DEC6 & W-F/530A-600A CMT:SORRY, MY ERROR.

19995.00 DEC/17

19995.00

CONTRACT TOTAL TOTAL

(DEC5/17) PLS ADVISE

30S \$150.00 (DEC5/1730S \$75.00 PLS ADV. 30S \$150.00 PLS ADV. PLEASE CONFIRM. THANKS, DENICE

DEC9 (2/WK) DEC9 (2/WK)

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI

DEMOS- RA35+*

REP HEADLINE# 8870116 TRF# 1858226 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

CHANGES **

DEC5/17 14.13 *** WSFA-TV ***

| ADV # ADV. | ADV. NAME POLI/R MOORE/R/SEN/AL | REP.# SALESMAN # |
|---------------------------------|--|--------------------------------|
| AGY # AGY. | AGY. NAME FRONT LINE STRATEGIES | BUYER NAME JOSH BAGINSKI |
| | 526 EAST PARK AVENUE | SALES PRSN WA- RYAN EDDINS (H) |
| | TALLAHASSE, FL 32301 | |
| ORDER # | CONTRACT # 8870116 | CLASS: NATL. LOCAL REGIONAL |
| PRDCT ROY MOORE FOR SENATE EST# | SENATE EST# COMMENTS: (LINE, ORDER, INVOICE) | OICE) |
| FLIGHT DATES NOV30/17 | 7 DEC11/17 WK-2 | |
| CITY TAXST | STATE TAX CO-OP BILLING NEEDED | DATE DEC5/17 14.13 |

REV OK'D M6 TTL SAME PLS CFM THANKS RYAN REP:

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE **** CON CM

ROY MOORE FOR SENATE

| :TOTL: | 0 | | N | | Н | |
|-----------------------|----------------|--|--|---|----------------|---|
| DAYS | | | | | | |
| ., | SAT | | SAT | | W-F | |
| : WEEK | | | No. of the last of | DENICE | and the same | DENICE |
| :SPTS: :/wk: | 0 | | • 0 | THANKS, | Н | THANKS, |
| END | 12/9 | DENICE | 12/9 | | 12/8 | |
| START : DATE : | 12/9 | THANKS, D | 12/9 | PLEASE CONFIRM. S/WK | 12/6 | PLEASE CONFIRM. |
| RATE : | \$150.00 | LEASE CONFIRM. 9-43 | \$75.00 | WAS WRONG. PLEA 1 FOR 2 SPOTS/WK | \$150.00 | WRONG. |
| : LGTH : SEC : | 30 \$1 | RSTORE HANGE. P | 30 | W H | 30 \$1 | 다 크 4 |
| :REP :CD: TIME PERIOD | 41 S 700P-800P | PROGRAM: WILL AND GRACE/SUPERSTORE ORD COM1: NA DUE TO PROGRAM CHANGE. PART OF A MAKEGOOD MADE UP OF LINES | 44 A 700P-800P | PROGRAM: WILL AND GRACE/SUPERSTORE ORD COM1: SORRY, MY ERROR. THE RATE THIS IS A MAKE-GOOD FOR DEC9 ON LINE-4 | 45 A 530A-600A | PROGRAM: TODAY IN AL @ 530A ORD COM1: SORRY, MY ERROR. THE RA PART OF A MAKEGOOD MADE UP OF LINES |
| : LINE#:REP | | | • | | | |

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

CHANGES **

DEC5/17 14.13
*** WSFA-TV ***

REP HEADLINE# 8870116 TRF# 1858226 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

| MISSED: SAT/700P-800P OFFER: SAT/700P-800P E.W-F/530A-600A CMT:SORRY, MY ERROR. THE RATE WAS WRONG. PLEASE CONFIRM. THANKS, DENICE CONTRACT TOTAL 19995.00 TOTAL SPOTS DEC9(2/WK) 30S \$75.00 PLS ADVISE. CONTRACT TOTAL 19995.00 TOTAL SPOTS F. BADVISE. CONTRACT TOTAL 19995.00 TOTAL SPOTS DEC9(2/WK) 30S \$75.00 PLS ADVISE. CONTRACT TOTAL 19995.00 TOTAL SPOTS F. BADVISE. F. BADVISE. TOTAL SPOTS F. BADVISE. F. BADVISE |
|--|
| CONTRACT TOTAL 19995. TOTAL SPOTS TOTAL 19995. DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME -SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE |
| E. DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROG -SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS |
| DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROG -SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS |
| DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROG -SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS |
| S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS |
| |

TRF# 1858226 #1 \$\$\$

REP HEADLINE# 8870116 \$\$\$ MOD# 3: APPROVED REV

DEC5/17 14.13 *** WSFA-TV *** AGENCY CREDIT RISK !!!
HARRIS REPORT FROM STATION REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

FAX# 703-516-9680

| ADV # # | ADV. NAME POLI/R MOORE/R/SEN/AL | REP.# | OFF.# | SALESMAN # |
|-----------------------|--|--------------|--------------------------------|--|
| AGY # F | AGY. NAME FRONT LINE STRATEGIES | BUYER NAME | BUYER NAME JOSH BAGINSKI | The second secon |
| | 526 EAST PARK AVENUE | SALES PRSN | SALES PRSN WA- RYAN EDDINS (H) | (H) SN: |
| | TALLAHASSE, FL 32301 | | | |
| ORDER # | CONTRACT # 8870116 | CLASS: NATL. | . LOCAL | REGIONAL |
| PRDCT ROY MOORE | ROY MOORE FOR SENATE EST# COMMENTS: (LINE, ORDER, INVOICE) | OICE) | | |
| FLIGHT DATES NOV30/17 | 30/17 DEC11/17 WK-2 | | | |
| CITY TAX | STATE TAX CO-OP BILLING NEEDED | | DAT | DATE_DEC5/17 14.13 |

PLS CFM THANKS RYAN TTL SAME OK'D M6 REV REP:

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE CON CM

CONTRACT SCHEDULED FOR GENERATION ROY MOORE FOR SENATE NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. STATION MAKEGOOD OFFERS:

\$150.00 \$75.00 \$150.00 308 308 308 DEC9(2/WK) DEC9(2/WK) DEC6 MISSED: SAT/700P-800P OFFER: SAT/700P-800P & W-F/530A-600A BUY#41 OK'D М М

61 19995.00 CONTRACT TOTAL TOTAL

THANKS, DENICE

PLEASE CONFIRM.

THE RATE WAS WRONG.

CMT:SORRY, MY ERROR.

(DEC5/17) PLS ADVISE